

# **ELDAR SHAFIR**

## **Curriculum Vitae**

(August, 2013)

### **Current Information**

William Stewart Tod Professor of Psychology and Public Affairs

Department of Psychology and the Woodrow Wilson School  
of Public and International Affairs

Princeton University

Green Hall

Princeton University

Princeton, NJ 08540

U.S.A.

Phone: (609) 258-5624

Fax: (609) 258-1113

e-mail: shafir@princeton.edu

### **Education**

Massachusetts Institute of Technology

Ph.D.: Cognitive Science, 1988

Brown University

B.A.: Cognitive Science (Honors), 1984

Logic and Philosophy of Science

Magna Cum Laude

C.J. Ducasse Premium in Metaphysics

Harvey A. Baker Fellowship

### **Languages**

Fluent: English, Hebrew, Italian

Competent: French, Spanish

### **Military Service**

Israel Defense Forces, 1977-1980

### **Academic Positions**

Professor, Princeton University, 1999 - Present

Visiting Professor, Universidad Torcuato Di Tella, Buenos Aires, Argentina, 2012-2013

Visiting Professor, Pompeu Fabra University, Barcelona, Spain, 2007-2008

Visiting Professor, AILUN, Sardinia, Italy 2006  
Visiting Professor, Università Ca' Foscari, Venice 2002-2003  
Visiting Associate Professor, Graduate School of Business, The University of Chicago,  
Winter-Spring, 1998  
Professor, DUXX Graduate School of Business Leadership, Monterrey, Mexico, 1997-2002  
Associate Professor, Princeton University, 1995 - 1999  
Visiting Assistant Professor, John F. Kennedy School of Government, (Affiliate, Department  
of Psychology), Harvard University, 1994 - 1995  
Fellow, The Institute for Advanced Studies of The Hebrew University, Spring, 1994  
Visiting Scholar, The Russell Sage Foundation, Fall, 1993  
Summer Scholar, Center for Advanced Study in the Behavioral Sciences, 1992  
Assistant Professor, Princeton University, 1989 - 1995  
Postdoctoral Scholar, Stanford University, 1988 – 1989

### **Honors and Awards**

John Simon Guggenheim Memorial Foundation Fellowship, 2012  
Member, U.S. President's Advisory Council on Financial Capability, 2012-2013  
David C. Baum Memorial Lecture, University of Illinois College of Law, 2012  
President, Society for Judgment and Decision Making, 2010-2011  
Eligible Scholar, Center for Advanced Study in the Behavioral Sciences  
Arthur H. Scribner Bicentennial Preceptorship, Princeton University, 1993 - 1996  
Chase Memorial Award, Carnegie Mellon University, 1993  
Hillel Einhorn New Investigator Award, Society for Judgment and Decision Making, 1992  
Best Paper Award - First Prize, (with Amos Tversky), IAREP/SASE Conference,  
Stockholm School of Economics, 1991  
Sigma Xi  
Phi Beta Kappa

### **Professional Memberships & Affiliations**

Founder, Co-Director, President, Ideas42  
Advisory Board, *The Psych Report*, 2013-present  
Member, Decision, Risk and Management Sciences Advisory Panel, Directorate of Social,  
Behavioral and Economic Sciences, National Science Foundation, 2013-present  
Fellow, Filene Research Institute, 2010-present  
Senior Fellow, Canadian Institute for Advanced Research, 2007-present  
Member, Scientific Council, Institute for Advanced Study in Toulouse, 2011-present  
Consultant, Office of Planning, Research and Evaluation; Administration for Children  
and Families, U. S. Department of Health and Human Services, 2011-present  
Fellow, Institute for Quantitative Social Science, Harvard University, 2007-present  
Fellow, TIAA-CREF Institute, 2007-present  
Research Affiliate, Innovations for Poverty Action, 2006-present  
Member, Behavioral Economics Roundtable, The Russell Sage Foundation, 1996-present

Member, Evaluation Committee of the Doctoral School in Psychological Science,  
University of Trento, Italy, 2011  
Academic Advisory Board, Behavioral Finance Forum, 2006-2011  
U.S. National Committee for International Union of Psychological Science  
(IUPsyS), 2008-2011  
Board of Trustees, Isles, Inc., 2004-2009  
Behavioral Economics Summer School, The Russell Sage Foundation, University of  
Trento, 1998, 2006, 2008  
Moving to Opportunity Demonstration, Technical Review Panel, NBER, 2007  
Steering Committee, “On Fair and Equal Terms” Symposium, Joint Center for  
Housing Studies, Harvard University, 2006-2007  
Program Committee, Fifth and Sixth International Interdisciplinary Conference on  
Modeling and Using Context, 2005, 2007  
Hillel Einhorn New Investigator Award Committee, 1998-2004  
Behavioral and Biobehavioral Processes (BBBP-4) Review Committee, National  
Institute of Health, 1999-2000  
Perception and Cognition Review Committee, National Institute of Health, 1996-1999  
Society for Judgment and Decision Making, Organizing Committee, 1994-96

### **Academic Memberships**

American Psychological Society, Fellow  
Psychonomic Society  
Society for Judgment and Decision Making  
American Economic Association  
Association for Public Policy Analysis and Management

### **Editorial / Review Activities**

Editorial Boards (past and present):

*Cognition: International Journal of Cognitive Science*  
*Journal of Behavioral Decision Making*  
*Mind & Society*  
*Organizational Behavior and Human Decision Processes*  
*Psychological Science*  
*Psychonomic Bulletin & Review*  
*Applied Economics Research Bulletin*  
*Journal of Marketing Behavior*

Occasional Reviewer: *Acta Psychologica*, *American Economic Review*, *American Psychologist*,  
*Basic and Applied Social Psychology*, *Behavioral and Brain Sciences*, *Cognition &*  
*Emotion*, *Cognitive Psychology*, *Cognitive Science*, *Economic Psychology*, *Economics*  
*Letters*, *Evolution and Human Behavior*, *Journal of Conflict Resolution*, *Journal of*  
*Consumer Research*, *Journal of Economic Theory*, *Journal of Experimental*  
*Psychology: General*, *Journal of Experimental Psychology: Learning, Memory, &*

*Cognition, Journal of the European Economic Association, Journal of Experimental Social Psychology, Journal of Marketing Research, Journal of Personality and Social Psychology, Journal of Public Economics, Management Science, Memory & Cognition, Nature, Organizational Behavior and Human Decision Processes, Perception and Psychophysics, Political Psychology, Proceedings of the National Academy of Sciences, Psychological Review, Psychological Science, Quarterly Journal of Economics, Social Cognition, Thinking & Reasoning, Israel Science Foundation, Russell Sage Foundation, National Institute of Health, National Science Foundation*

## **Research Grants**

First Independent Research Support and Transition (FIRST) Award, US Public Health Service Grant, The National Institute of Mental Health, 1990-1996

Taking the status quo: A study of medical decision making psychology. (With Donald Redelmeier.) The Connaught Fund, 1992-1994

On the pursuit of unnecessary information. (With Donald Redelmeier.) The Physicians' Services Incorporated Foundation, Ontario, Canada, 1998-2000

The psychology behind alternative medication. Merck & Co., Inc., 2001

Remembering choices. (With Mara Mather and Marcia Johnson.) The National Science Foundation, 2001-2003

Decision making under poverty: A behavioral research program. (With Marianne Bertrand & Sendhil Mullainathan.) The Russell Sage Foundation, 2003-2005

Economics of Aging: Medicare Prescription Drug Benefit Take-up. P01-AG005842-20S1. Senior investigator (PI: David Wise). National Institute on Aging, 2005-2008

Psychological Mechanisms of Food Consumption: A Behavioral Research Program. (With Marianne Bertrand.) United States Department Of Agriculture, Economic Research Service, 2005-2008

Trust in decision making among the poor. The Russell Sage Foundation, Work Group on Prescriptive Economics, 2006-2007

Behavioral Interventions Towards Increasing Medical Benefit Take-up. Robert Wood Johnson Foundation, 2007-2008

The Behavioral Foundations of Policy. The Russell Sage Foundation, 2007-2008

Ideas42. (With Jeff Kling, Michael Kremer, Sendhil Mullainathan, and Antoinette Schoar.) William and Flora Hewlett Foundation. 2007-2010

Liaison for Non-For-Profits, Annie E. Casey Foundation, 2008-2009

Financial Scarcity and Depleted Decision Making. United States Department Of Agriculture,

Economic Research Service, 2008-2010

The psychology of scarcity: its behavioral causes and consequences. National Science Foundation (SES-0933497), 2009-2013

Hunger and Decision Making. (With Elizabeth Levy Paluck). National Institute on Aging, Center Grant, 2010-2011

Scarcity, Cognitive Function, and Stress. (With Christopher Bryan). National Institute on Aging, Center Grant, 2011-2012

### **Princeton University Activities and Committees**

Princeton University Sustainability Steering Council, 2013-present

Search Committee, Dean of the Woodrow Wilson School

Executive Committee, Center for Health and Wellbeing, 2011-2014

Co-convenor (with Mark Mitton), David A. Gardner Faculty Seminar on Magic, Perception and Decisions, 2012

Acting Chair, Department of Psychology, 2006, 2009-2010

WWS Faculty Council, 2009-present

Executive Committee, Princeton Laboratory for Experimental Social Science, 2008-present

WWS Dean's Advisory Committee, 2008-2011

MPA Program Review Committee, WWS, 2010

WWS Undergraduate Faculty Committee, 2010

Committee on Committees, 2009-2010

Gilburne Seminar, 2008-2009

Advisory Board Member, The Pace Center, 2006-2009

Affiliated Faculty, Center for the Study of Social Organization, 2009-present

Affiliated Faculty, Program in Global Health and Health Policy, 2007-present

Faculty Associate, Program in Law and Public Affairs (LAPA), 2006-present

Faculty Associate, Center for Health and Wellbeing, 2000-Present

Faculty Associate, Policy Research Institute for the Region (PRIOR), 2004-2009

Faculty Fellow, The Woodrow Wilson Society of Fellows, 1999-2007

The Task Force on Health and Well-Being, 2003-2004

Faculty Ad Hoc Committee on Threats to Academic Freedom by Legal Intimidation, 2002

Faculty Advisory Committee on Policy; Executive Committee of the Council of the Princeton University Community, 2000-2002

Student Life and Discipline Subcommittee of the Faculty Committee on the Graduate School, 2000-2001

Director of Graduate Studies, Department of Psychology, 1995-2001

Policy Subcommittee of Faculty Committee on the Graduate School, 1997-2000

Curriculum Development Grant, 250th Anniversary Fund for Innovation in Undergraduate Education 1997-8

Member of the Committee for Cognitive Studies, 1989-Present

Fellow, Academic Adviser, Mathey College, 1989-2004

Member of the Institutional Review Panel for Human Subjects, 1990-93

## Publications

- Osherson, D.N., Smith, E.E., & Shafir, E. 1986. Some origins of belief. *Cognition*, 24, 3, 197-224.
- Shafir, E., Osherson, D.N., & Smith, E.E. 1989. An advantage model of choice. *Journal of Behavioral Decision Making*, 2, 1, 1-23.
- Shafir, E., Smith, E.E., & Osherson, D.N. 1990. Typicality and reasoning fallacies. *Memory & Cognition*, 18, 3, 229-239.
- Shafir, E., Osherson, D.N., & Smith, E.E. 1990. Comparative choice and the advantage model. In K. Borcherding, O.I. Larichev, & D.M. Messick (Eds.), *Contemporary Issues in Decision Making*. New York: Elsevier Science Publishers.
- Osherson, D.N., Smith, E.E., Wilke, A., Lopez, A., & Shafir, E. 1990. Category based induction. *Psychological Review*, 97, 2, 185-200.
- Shafir, E. 1991. Behavioral decision research: A survey of issues theoretical and applied. *Contemporary Psychology*, 36, 11, 945-6.
- Shafir, E. 1991. Rational agents, real people, and the quest for optimality. *Behavioral and Brain Sciences*, 14, 2, 232.
- Shafir, E. 1991. On the nonapplicability of a rational analysis to human cognition. *Behavioral and Brain Sciences*, 14, 3, 502-503.
- Shafir, E. 1992. Prospect theory and political analysis: A psychological perspective. *Political Psychology*, 13, 2, 311-322.
- Translated to Italian: Teoria del prospetto e analisi politica: un approccio psicologico, in *Psicologia e politica*, P. Legrenzi & V. Girotto, Eds., 1996, Milano: Raffaello Cortina.
- Tversky, A., & Shafir, E. 1992. The disjunction effect in choice under uncertainty. *Psychological Science*, 3, 5, 305-309.
- Shafir, E., & Tversky, A. 1992. Thinking through uncertainty: Nonconsequential reasoning and choice. *Cognitive Psychology*, 24, 4, 449-474.
- Shafir, E. 1992. Review of *Thinking About Politics: Comparisons of Experts and Novices*. *Political Psychology*, 13, 4, 793-795.
- Tversky, A., & Shafir, E. 1992. Choice under conflict: The dynamics of deferred decision. *Psychological Science*, 3, 6, 358-361.

Shafir, E. 1993. Scelgo, anzi escludo. *La Repubblica*, July 14.

Shafir, E. 1993. Choosing versus rejecting: Why some options are both better and worse than others. *Memory & Cognition*, 21, 4, 546-556.

Shafir, E., Osherson, D.N., & Smith, E.E. 1993. The advantage model: A comparative theory of evaluation and choice under risk. *Organizational Behavior and Human Decision Processes*, 55, 3, 325-378.

Shafir, E. 1993. Intuitions about rationality and cognition. In K.I. Manktelow & D.E. Over (Eds.), *Rationality: Psychological and philosophical perspectives*. NY: Routledge, (pp. 260-283).

Johnson-Laird, P.N., & Shafir, E. 1993. The Interaction between Reasoning and Decision Making: An Introduction. *Cognition*, 49, 2, 1-9.

Johnson-Laird, P.N., & Shafir, E. (Eds.). 1993. *Reasoning and Decision Making*. A special issue of *Cognition*.

Reprinted as P.N. Johnson-Laird & E. Shafir (Eds.), *Reasoning and Decision Making*. Oxford: Blackwell Publishers, 1994.)

Smith, E.E., Shafir, E., & Osherson, D.N. 1993. Similarity, plausibility, and judgments of probability. *Cognition*, 49, 2, 67-96.

Shafir, E., Simonson, I., & Tversky, A. 1993. Reason-based choice. *Cognition*, 49, 2, 11-36.

Reprinted in W.M. Goldstein & R.M. Hogarth (Eds.), *Research on Judgment and Decision Making: Currents, Connections, and Controversies*. Cambridge: Cambridge University Press, 1997; and in D. Kahneman & A. Tversky, Eds., *Choices, Values, and Frames*. NY. Cambridge University Press & Russell Sage Foundation, 2000; and in Lichtenstein & Slovic (Eds.), *The Construction of Preference*, Cambridge University Press, 2006.

Osherson, D.N., Shafir, E., & Smith, E.E. 1993. Ampliative inference: On choosing a probability distribution. *Cognition*, 49, 3, 189-210.

Osherson, D.N., Shafir, E., & Smith, E.E. 1994. Extracting the coherent core of human probability judgment: a research program for cognitive psychology. *Cognition*, 50, 299-313.

Reprinted in J. Mehler & S. Franck (Eds.), *Cognition on cognition*, Camb., MA: MIT Press, 1995.

Osherson, D.N., Smith, E.E., Myers, T., Shafir, E., & Stob, M. 1994. Extrapolating human probability judgment. *Theory and Decision*, 36, 103-129.

Shafir, E. 1994. Uncertainty and the difficulty of thinking through disjunctions. *Cognition*, 50, 403-430. (Reprinted in J. Mehler & S. Franck (Eds.), *Cognition on cognition*, Cambridge, MA: MIT Press, 1995.)

Redelmeier, D., & Shafir, E. 1995. Medical decision making in situations that offer multiple alternatives. *Journal of the American Medical Association*, 273, 4, 302-305.

Awarded the Outstanding Paper by a Young Investigator Award (for Don Redelmeier), Society for Medical Decision Making, 1996.

Babcock, L., Farber, H., Fobian, C., & Shafir, E. 1995. Forming beliefs about adjudicated outcomes: Perceptions of risk and reservation values. *International Review of Law and Economics*, 15, 289-303.

Shafir, E. 1995. Compatibility in cognition and decision. In J.R. Busemeyer, R. Hastie, and D.L. Medin (Eds.), *Decision making from the perspective of cognitive psychology (The Psychology of Learning and Motivation, Vol. 32)*. New York: Academic Press, (pp. 247-274).

Shafir, E., & Tversky, A. 1995. Decision making. In E.E. Smith and D.N. Osherson (Eds.), *An Invitation to Cognitive Science, Second Edition (Vol 3: Thinking)*. MA: MIT Press, (pp. 77-100).

Osherson, D., Smith, E.E., Shafir, E., Gualtierotti, A., & Biolsi, K. 1995. A source of Bayesian priors. *Cognitive Science*, 19, 377-405.

Shafir, E. 1996. Compatibility in decisions and in models. In J. Oakhill & A. Garnham (Eds.), *Mental models in cognitive science*. East Sussex, U.K.: Psychology Press, (pp.139-153).

Osherson, D., Shafir, E., Krantz, D., & Smith, E.E. 1997. Probability bootstrapping: Improving prediction by fitting extensional models to knowledgeable but incoherent probability judgments. *Organizational Behavior and Human Decision Processes*, 68, 3, 1-8.

Shafir, E., Diamond, P., & Tversky, A. 1997. Money illusion. *The Quarterly Journal of Economics*, CXII, 2, 341-374.

Reprinted in D. Kahneman & A. Tversky, Eds., *Choices, Values, and Frames*. NY. Cambridge University Press & Russell Sage Foundation, 2000; and in C.F. Camerer, G. Loewenstein, & M. Rabin (Eds.), *Advances in Behavioral Economics*. Russell Sage Foundation & Princeton University Press, 2004.

Bastardi, A., & Shafir, E. 1998. On the pursuit and misuse of useless information. *Journal of Personality and Social Psychology*, 75, 1, 19-32.

Kahneman, D., & Shafir, E. 1998. Amos Tversky (1937-1996). *American Psychologist*, 53, 7, 793-794.

Shafir, E. 1998. Philosophical intuitions and cognitive mechanisms. In M. DePaul & W. Ramsey (Eds.), *Rethinking Intuition*. Rowman and Littlefield Pub., (pp.49-74).

Shafir, E., & Kahneman, D. 1998. Heuristics and Biases. In P. E. Earl and S. Kemp (Eds.), *The Elgar Companion to Consumer Research and Economic Psychology*. Cheltenham, UK: Edward Elgar Publishing, (pp. 284-289).

Shafir, E. 1999. Decision Making. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 220-223).



- Shafir, E. 1999. Economics and Cognitive Science. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 259-261).
- Shafir, E. 1999. Probabilistic Reasoning. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 671-672).
- Shafir, E. (Ed.). 1999. *Belief and decision: The continuing legacy of Amos Tversky*. A special issue of *Cognitive Psychology*, 38.
- Shafir, E. 1999. An Introduction to Belief and decision: The continuing legacy of Amos Tversky. *Cognitive Psychology*, 38, 3-15.
- Downs, J., & Shafir, E. 1999. Why some are perceived as more confident and more insecure, more reckless and more cautious, more trusting and more suspicious, than others: Enriched and impoverished options in social judgment. *Psychonomic Bulletin & Review*, 6, 4, 598-610.
- Mather, M., Shafir, E., and Johnson, M.K. 2000. Misremembrance of options past: Source monitoring and choice. *Psychological Science*, 11, 2, 132-138.
- Bastardi, A., & Shafir, E. 2000. Nonconsequential reasoning and its consequences. *Current Directions in Psychological Science*, 9, 6, 216-219.
- Shafir, E. 2001. Decision biases, Cognitive Psychology of. In the *International Encyclopedia of the Social and Behavioral Sciences*. Kidlington, UK: Elsevier Science (pp. 3296-3300).
- LeBoeuf, R.A., & Shafir, E. 2001. Problems and methods in naturalistic decision making research. *Journal of Behavioral Decision Making*, 14, 5, 373-375.
- Redelmeier, D., Shafir, E., & Aujla, P. 2001. The beguiling pursuit of more information. *Medical Decision Making*, 21(5): 376-81.
- Translated to Italian: L'ingannevole ricerca di piu informazioni, in *La Dimensione Cognitiva Dell'Errore in Medicina*, V. Crupi, G.F. Gensini, & M. Motterlini, Eds. 2006, Milano: FrancoAngeli.
- Shafir, E., & LeBoeuf, R.A. 2002. Rationality. *Annual Review of Psychology*, Vol. 53, 491-517.
- Shafir, E. 2002. Cognition, intuition, and policy guidelines. In R. Gowda & J. Fox (Eds.), *Judgments, Decisions, and Public Policy*. Cambridge Univ. Press, (pp. 71-88).
- LeBoeuf, R., & Shafir, E. 2003. Deep thoughts and shallow frames: On the susceptibility to framing effects. *Journal of Behavioral Decision Making*, 16, 77-92.
- Mather, M., Shafir, E., and Johnson, M.K. 2003. Remembering chosen and assigned options. *Memory & Cognition*, 31, 422-434.
- Shafir, E. (Ed.). 2003. *Preference, Belief, and Similarity: The Selected Writings of Amos Tversky*. Cambridge, MA.: MIT Press.

Shafir, E., & LeBoeuf, R. 2004. Conflict and context in multiattribute choice. In D. Koehler & N. Harvey (Eds.), *Blackwell Handbook of Judgment and Decision Making*. MA: Blackwell Publishing (pp. 341-359).

Bertrand, M., Mullainathan, S., & Shafir, E. 2004. A Behavioral Economics View of Poverty. *American Economic Review*, 94, 2, 419-423.

Reprinted in S. Maital, Ed., *Recent Developments in Behavioral Economics*. Cheltenham, UK: Edward Elgar Publishers.

Amir, O., Ariely, D., Cooke, A., Dunning, D., Epley, N., Koszegi, B., Lichtenstein, D., Mazar, N., Mullainathan, S., Prelec, D., Shafir, E., and Silva, J. 2005. Psychology, Behavioral Economics, and Public Policy, *Marketing Letters*, 16 (3-4), p. 443-454.

Carlisle, E., & Shafir, E. 2005. Questioning the cheater-detection hypothesis: New studies with the selection task. *Thinking & Reasoning*, 11(2): 97-122.

Carlisle, E., & Shafir, E. 2005. Heuristics and biases in consumers' attitudes towards herbal medicines. In Girotto, V., & Johnson-Laird, P. (Eds.), *The Shape of Reason*. East Sussex: Psychology Press (pp. 205-224).

LeBoeuf, R., & Shafir, E. 2005. Decision making. In K. Holyoak & R. Morrison (Eds.), *Cambridge Handbook of Thinking and Reasoning*. New York: Cambridge University Press (pp.243-265).

Bertrand, M., Mullainathan, S., & Shafir, E. 2006. Behavioral Economics and Marketing in Aid of Decision-Making among the Poor. *Journal of Public Policy and Marketing*, 25, 1, 8-23.

Shafir, E. 2006. A Behavioral Perspective on Consumer Protection. In *Roundtable on Demand-Side Economics for Consumer Policy: A Summary Report (DSTI/CP(2006)3/ FINAL)*. Committee on Consumer Policy; OECD, Paris, France (pp. 42-53).

Caruso, E.M., & Shafir, E. 2006. Now that I think about it, I'm in the mood for laughs: Decisions Focused on Mood. *Journal of Behavioral Decision Making*, 19, 155-169.

Shafir, E., & Thaler, R.H. 2006. Invest now, drink later, spend never: On the mental accounting of delayed consumption. *Journal of Economic Psychology*, 27, 694-712.

LeBoeuf, R., & Shafir, E. 2006. The long and short of it: Physical anchoring effects. *Journal of Behavioral Decision Making*, 19: 393-406.

Shafir, E. 2007. The problematic content and context of decisions. In P. Diamond & H. Vartiainen (Eds.), *Behavioral Economics and Its Applications*. Princeton University Press (pp. 291-294).

Shafir, E. 2007. Decisions Constructed Locally: Some Fundamental Principles of the Psychology of Decision Making. In A.W. Kruglanski & E.T. Higgins (Eds.), *Social Psychology: Handbook of Basic Principles*. New York: Guilford Press (pp. 334-352).

- Barr, M., Mullainathan, S., & Shafir, E. 2007. A One-Size-Fits-All Solution. *The New York Times*, OpEd (Dec. 26, 2007).
- Colman, A. M., & Shafir, E. 2008. Tversky, Amos. In N. Koertge (Ed.), *New dictionary of scientific biography* (Vol. 7, 91-97). Farmington Hills, MI: Charles Scribner's Sons.
- Shafir, E. 2008. A Behavioral Perspective on Consumer Protection. *Competition and Consumer Law Journal*, 15(3), 302-317.
- Barr, M.S., Mullainathan, S., & Shafir, E. 2008. *An Opt-Out Home Mortgage System*. Hamilton Project Discussion Paper 2008-14, The Brookings Institution.
- Barr, M.S., Mullainathan, S., & Shafir, E. 2008. Behaviorally Informed Home Mortgage Credit Regulation. In N.P. Retsinas & E.S. Belsky (Eds.), *Borrowing to Live: Consumer and Mortgage Credit Revisited*. Brookings Institution Press (pp. 170-202).
- Barr, M.S., Mullainathan, S., & Shafir, E. 2008. *Behaviorally Informed Financial Services Regulation*. New America Foundation White Paper.
- Shafir, E. (2008). Tversky, Amos (1937-1996). In S. Durlauf & L. Blume (Eds.), *The New Palgrave Dictionary of Economics, Second Edition*, Palgrave Macmillan.
- LeBoeuf, R., & Shafir, E. 2009. Anchoring on the “here” and “now” in time and distance judgments. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 35, 81-93.
- Mullainathan, S., & Shafir, E. 2009. Savings Policy & Decision-Making in Low-Income Households. In Michael Barr and Rebecca Blank (Eds.), *Insufficient Funds: Savings, Assets, Credit and Banking Among Low-Income Households*. Russell Sage Foundation Press (pp. 121-145).
- Barr, M.S., Mullainathan, S., & Shafir, E. 2009. The Case for Behaviorally Informed Regulation. In David Moss and John Cisternino (Eds.), *New Perspectives on Regulation*. Cambridge, MA: The Tobin Project (pp. 25-62).
- LeBoeuf, R., Shafir, E., & Belyavsky, J. 2010. The conflicting choices of alternating selves. *Organizational Behavior and Human Decision Processes*, 111, 1, 48-61.
- Awarded the Hillel Einhorn New Investigator Award (for Robyn LeBoeuf), Society for Judgment and Decision Making, 2002
- Bertrand, M., Karlan, D., Mullainathan, S., Shafir, E., & Zinman, J. 2010. What's Advertising Content Worth? Evidence from a Consumer Credit Marketing Field Experiment. *The Quarterly Journal of Economics*, Vol. 125, No. 1: 263–305.
- Shen, O., Rabinowitz, R., Geist, R., & Shafir, E. 2010. The effect of background caseload on decision making in the delivery room. *Medical Decision Making*, 30, 4, 518-522.
- McGraw, P.A., Shafir, E., & Todorov, A. 2010. Valuing money and things: Why a \$20 item can be worth more and less than \$20. *Management Science*, 56(5), 816-830.

Karlan, D., List, J.A., & Shafir, E. 2011. Small matches and charitable giving: Evidence from a natural field experiment. *Journal of Public Economics*, vol. 95(5-6), 344-350.

LeBoeuf, R., & Shafir, E. Decision making. 2012. In Holyoak, K.J., & Morrison, R.G. (Eds.), *The Oxford Handbook of Thinking and Reasoning*. New York: Oxford Univ. Press, 301-321.

Sussman, A.B., & Shafir, E. 2012. On Assets and Debt in the Psychology of Perceived Wealth. *Psychological Science*, 23, 1, 101-108.

Kling, J.R., Mullainathan, S., Shafir, E., Vermeulen, L., & Wrobel, M.V. 2012. Comparison Friction: Experimental Evidence from Medicare Drug Plans. *The Quarterly Journal of Economics*, 127, 1, 199-235.

Redelmeier, D.A., Chan, W.K., Mullainathan, S., & Shafir, E. 2012. Social benefit payments and acute injury among low-income mothers. *Open Medicine*, 6(3).

Shah, A., Mullainathan, S., & Shafir, E. 2012. Some consequences of having too little. *Science*, vol. 338, no. 6107, pp. 682-685.

Shafir, E. (Ed.). 2012. *The Behavioral Foundations of Public Policy*. Princeton, NJ: Princeton University Press.

Olivola, C.Y., & Shafir, E. 2013. The Martyrdom Effect: When pain and effort increase prosocial contributions. *Journal of Behavioral Decision Making*, 26, 91-105.

Awarded the Hillel Einhorn New Investigator Award (for Chris Olivola), Society for Judgment and Decision Making, 2012

Mullainathan, S., & Shafir, E. 2013. *Scarcity: Why Having Too Little Means So Much*. NY: Henry Holt Times Books.

Mani, A., Mullainathan, S., Shafir, E., & Zhao, J. 2013. Poverty impedes cognitive function. *Science*, vol. 341, no. 6149, pp. 976-980.

Hall, C.C., Zhao, J., & Shafir, E. Self-affirmation among the poor: Cognitive and Behavioral Implications. To appear in *Psychological Science*.

## Working Papers

Frederick, S., & Shafir, E. Beyond Preference Reversals: The Implications of Choice Matching Discrepancies for Understanding Choice and Matching. Manuscript, submitted for publication.

Shafir, E. Poverty and civil rights: A Behavioral Economics Perspective. *University of Illinois Law Review*, forthcoming.

Paluck, E.L., & Shafir, E. Ignoring Alarming News Brings Indifference. Manuscript, Princeton University.

Gennetian, L., & Shafir, E. The Persistence of Poverty in the Context of Economic Instability: A Behavioral Perspective. Manuscript, submitted for publication.

Shafir, E., & Bonini, N. Decisions under restricted versus aggregate frames. Manuscript, Princeton University.

Karlan, D., Nelson, S., Shafir, E., & Zinman, J. Super Savers? A Randomized Evaluation of Commitment Savings and Financial Counseling in New York City. Manuscript, Yale University.

Shafir, E. From Constructed Preferences to Alternate Selves: The Varieties of Psychological Experience Underlying Preference Inconsistency.

Shafir, E., & Shafir, S. On the evolution of cognition and rationality. Manuscript, Princeton University.

### **Colloquia, Talks, Conferences (Representative List; since 2005)**

Keynote Speaker, The Federal Reserve System's Fourth Community Affairs Research Conference, Washington, D.C., 2005

Invited Speaker, Helping Consumers Help Themselves: Improving the Quality of Judgments and Choices, Fuqua School of Business, Duke University, 2005

Keynote Speaker, Canadians and Their Money: A National Symposium on Financial Capability, Ottawa, Canada, 2005

Invited Speaker, AARP Public Policy Institute, AARP National Legislative Council Meeting, & Board of Directors Meeting, Washington, DC, 2005-6

Invited speaker, Cognitive Economics Conference, Sofia, Bulgaria, 2005

Keynote Speaker, Homeownership Symposium, NeighborWorks America, Washington, D.C., 2005

OECD Committee on Consumer Policy Roundtable: Demand-Side Economics for Consumer Policy, Paris, France, 2005

Invited speaker, Conference on Behavioral Science, Yale School of Management, 2005

Keynote Speaker, Behavioral Operations Conference, Harvard Business School, 2006

Annie E. Casey Foundation, Behavioral Economics Meeting, Baltimore, MD, 2006

Plenary Speaker, Twentieth Annual National Low Income Energy Conference, Washington, DC, 2006

Summer Institute in Behavioural Economics, University of Trento, Italy, 2004, 2006, 2008, 2010

International Post Graduate Program in Science of Organization, AILUN, Sardinia, Italy, 2006

Campaign for Working Families, Fannie Mae, Philadelphia, 2006

Plenary Speaker, Financial Education in Oklahoma, Federal Reserve Bank of Kansas City, Oklahoma City Branch, 2006

Economia Aziendale, Università Ca' Foscari, Venice, Italy, 2007

UniCredit Private Banking, Milan & Turin, Italy, 2007

Invited Speaker, Society for Personality and Social Psychology pre-conference, Memphis, 2007

Center for Behavioral Decision Research, Carnegie Mellon University, 2007

Invited Speaker, New America Foundation, Washington, DC, 2007

Keynote Speaker, Workshop on Economic Laboratory and Field Experiments, Human Resources and Social Development Canada, Ottawa, 2007  
 Behavioral Finance Forum, Miami, 2007  
 The Anne Rothrock Memorial Lecture, Princeton Day School, 2007  
 Linking Environmental Research and the Behavioral and Social Sciences, Committee on the Human Dimensions of Global Change, NRC, Washington, DC, 2007  
 The Richard Millward Colloquium, Brown University, 2007  
 Fidelity Center for Applied Technology, Boston, 2007  
 Payments, Credit, and Savings: The Experience of LMI Households, Payment Cards Center / Community Affairs Department, Federal Reserve Bank of Philadelphia, 2007  
 Behavioral Health Economics: Applications to Dietary Choice and Obesity, Economic Research Service, USDA, Washington, DC, 2007  
 Keynote Speaker, Roundtable on Behavioral Economics and Public Policy, Australian Government Productivity Commission, Melbourne, 2007  
 Keynote Speaker, Australian Securities and Investments Commission (ASIC) Stakeholder Forum, Sydney, 2007  
 Invited Speaker, Strategic Decision Making as a Psychological Problem, Kurginyan Center, Moscow, 2007  
 Invited Speaker, Access, Assets, and Poverty: The Role of Financial Services Among Low- and Moderate-Income Households. National Poverty Center, DC 2007  
 Understanding Consumer Credit. Center for Housing Studies, Harvard University, 2007  
 Government & Markets: Toward a New Theory of Regulation, The Tobin Project, White Oak, Florida, 2008  
 Decision Sciences Consortium, Pompeu Fabra University, Barcelona, 2008  
 Universidade Católica Portuguesa, Lisbon, 2008  
 Decision Sciences Research Seminar, INSEAD, Fontainebleau, 2008  
 Keynote Speaker, 7th TIBER Symposium on Psychology and Economics, Tilburg Institute for Behavioral Economic Research, Tilburg University, 2008  
 The Future of Housing Policy, The Hamilton Project, The Brookings Institute, 2008  
 Invited Speaker, TIAA-CREF Institute Fellows Symposium, 2008  
 National Research Symposium on Financial Literacy and Education, U.S. Department of the Treasury, 2008  
 Keynote Speaker, SJDM Preconference: Using Human Nature to Improve Human Life, The University of Chicago, 2008  
 Invited Speaker, Exploring Culture And Poverty, The University Of Chicago, 2008  
 Invited Speaker, Ford Foundation & Families and Work Institute, Supporting Work Project, Miami, 2008  
 Invited Speaker, Behavioral Economics Workshop (joint with Theory Workshop), Department of Economics, Tel Aviv University, 2008  
 Invited Speaker, Radcliffe Institute for Advanced Study Science Symposium on "Improving Decision Making," Harvard University, 2009  
 Invited Speaker, Al Gore Summit on Behavioral Economics, Washington, DC, 2009  
 RAND Conference on Behavioral Finance and Public Policy, Washington, D.C, 2009  
 Invited Speaker, Universidad Internacional Menéndez Pelayo, Barcelona, 2009  
 Invited Speaker, Medicaid Leadership Institute (MLI), Princeton, NJ, 2009, 2010  
 Meeting on Behavioral Economics and Public Policy, The New America Foundation, Washington, DC. 2009  
 Invited Speaker, Unleashing the Power of Social Benefit-Cost Analysis: Removing Barriers,

Center for Benefit Cost Analysis', Washington, DC, 2009

Keynote Speaker, OECD-Brazilian International Conference on Financial Education, Rio de Janeiro, 2009

Invited Speaker, Policy Challenges of Behavioral Science Research, TIBER and Dutch Ministry of Finance, The Hague, 2010

Keynote Speaker, National Interagency Community Reinvestment Conference, New Orleans, 2010

Invited Speaker, Decision Processes Colloquium, The Wharton School, The University of Pennsylvania, 2010

Invited Speaker, Columbia Business School Center for Decision Sciences & Social Enterprise Program, Columbia University, 2010

Invited Speaker, CEA-CIFAR Special Session, Annual Conference of the Canadian Economics Association, Quebec City, 2010

Invited Speaker, FDIC Conference on Safe Financial Products, Washington, DC, 2010

Invited Speaker, A Conference on Behavioral Economics, Jerusalem, 2010

Invited Speaker, TIAA-CREF Institute, President's Forum, New York, 2010

Invited Speaker, Behavioral Decision Making Colloquium, UCLA, 2010

Invited Speaker, Princeton Old Guard, Princeton, 2011

Invited Speaker, Harvard Inequality & Social Policy Seminar, Cambridge, 2011

Keynote Speaker, Southern Ontario Behavioral Decision Research Conference, Toronto, 2011

Invited Speaker, American Psychological Society Convention, Washington, DC, 2011

Plenary Speaker, Office of Planning, Research and Evaluation, Administration for Children and Families, Washington, , 2011

Invited Speaker, Aspen Ideas Festival, Aspen, 2011

Invited Speaker, TEDxMidAtlantic, Washington, DC, 2011

Presidential Address, SJDM Conference, Seattle, WA, 2011

Invited Speaker, Interdisciplinary Center (IDC) Herzliya, Israel, 2012

Invited Speaker, Institutional Corruption, Harvard Law School, 2012

Keynote Speaker, Society for Consumer Psychology Conference, Las Vegas, 2012

Invited Speaker, A grassroots Look at Workforce Development, Federal Reserve Bank of Philadelphia; Isles, Inc., Trenton, NJ, 2012

White House Summit on Financial Capability & Empowerment, Washington, DC, 2012

Invited Speaker, Social Enterprise Nonprofit Leadership Forum: The Economics and Psychology of Poverty, Columbia University, 2012

Invited Speaker, Behavioral Master Class, Consumer Financial Protection Bureau, Washington, DC, 2012

Invited Speaker, Financial Consumer Protection and Behavioral Research, CGAP, The World Bank, DC, 2012

Innovation Strategy Meeting, CFPB Office of Financial Education, US Department of the Treasury, Washington DC, 2012

Invited Speaker, The International Economic Forum of the Americas, Palm Beach Strategic Forum, Palm Beach, FL, 2013

Invited Speaker, International Development Speaker Series, Pardee RAND Graduate School of Policy Studies, Santa Monica, CA., 2013

Invited Speaker, Psychological Science and Behavioral Economics in the Service of Public Policy, NIA/APS/OSTP/CEA Workshop, Washington, DC., 2013

Invited Speaker, Aspen Ideas Festival, Aspen, 2013

Invited Speaker, World Economic Forum, Dalian, China, 2013

Invited Speaker, Symposium of The Canadian Institute for Advanced Research, Toronto, 2013  
Keynote Speaker, Federal Reserve Bank of Cleveland Policy Summit on Housing, Human Capital, and Inequality, Cleveland, 2013  
Keynote Speaker, Applying Behavioral Insights to Policy Making, European Commission, Brussels, 2013  
Keynote Speaker, Asset Funders Network (AFN) Grantmaker Conference, Washington, D.C., 2013  
Invited Speaker, Inequality Reexamined & New Directions for Research on the Effects of Economic Inequality, Harvard Kennedy School, 2013  
Distinguished Guest Lecturer, FDIC's Annual Consumer Research Symposium, Arlington, Virginia, 2013  
Keynote Speaker, Financial Empowerment Conference, NYC Department of Consumer Affairs, New York, 2013